

## Message Text

UNCLASSIFIED

PAGE 01 BONN 06485 101919Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----073079 110241Z /63

R 101907Z APR 78  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 7508  
AMCONSUL FRANKFURT  
AMCONSUL HAMBURG  
AMCONSUL STUTTGART

UNCLAS BONN 06485

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS REQUEST - P. FACTOR INTERNATIONAL, GLENCOE,  
ILL.

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE  
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

CHADUK GMBH  
-ZUBEHOERHANDEL-  
BOSCHSTRASSE 9  
D-8047 KARLSFELD  
CONTACT: MISS KARIN JANOVSKY, IMPORT MANAGER  
PHONE: 08131/95081  
COMMENT: COMPANY ESTABLISHED IN 1975, EMPLOYS 11  
PERSONS AND HAS ANNUAL SALES OF DM 18 MILLION. SALES  
AREA INCLUDES ALL EUROPE. ENJOYS AN EXCELLENT  
REPUTATION. SOUND FINANCES. CONSIDERED TO BE A  
SUITABLE BUSINESS PARTNER.

FIRMA MAC HEINLEIN  
U.S. AUTO-HANDEL  
FAFNERSTR. 2  
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D-8000 MUENCHEN 19  
CONTACT: HERR MAC HEINLEIN, MANAGER  
PHONE: 089/172174 AND 089/17811248  
COMMENT: FIRM ESTABLISHED IN 1974, EMPLOYS 4 PERSONS  
AND IS SAID TO HAVE SATISFACTORY SALES. (SALES IN 1977  
AMOUNTED DM 1.8 MILLION) MR. HEINLEIN ENJOYS A GOOD  
REPUTATION AS BUSINESSMAN.

FRITZ TROST GMBH U. CO. KG

POSTFACH 506

D-7000 STUTTGART 60

CONTACT: HERR OESTERLE

PHONE: 0711-40131

COMMENT: COMPANY STATED THAT MARKET FOR THESE PRODUCTS IS LIMITED BECAUSE FORD AND GENERAL MOTORS DEALERS IN GERMANY ARE BOUND TO BUY PARTS FROM THESE U.S. COMPANIES. TROST IS A LARGE DEALER IN AUTOMOTIVE PARTS AND ACCESSORIES AND LOOSELY AFFILIATED WITH THE ROBERT BOSCH COMPANY IN STUTTGART. MARKETING TERRITORY WOULD INCLUDE ENTIRE FRG. COMPANY EMPLOYS 250 AND ENJOYS A GOOD REPUTATION.

AMCONSUL FRANKFURT COMMENT: NOBODY IN FRANKFURT AREA INTERESTED IN THIS PROPOSAL. THERE ARE LESS THAN 100,000 U.S.-MADE CARS LICENSED THROUGHOUT THE FEDERAL REPUBLIC (OFFICIAL ESTIMATE, EXACT FIGURE NOT EVEN AVAILABLE), AND DEALERS HERE STATED THAT THEY VERY RARELY HAVE TO REPLACE A STARTER OR ALTERNATOR IN ANY ONE OF THEM SINCE THESE COMPONENTS DO NOT BREAK DOWN OFTEN.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
STOESSEL

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978BONN06485  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780154-1177  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Review Event:**  
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**Review Release Event:** n/a  
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**Review Withdrawn Fields:** n/a  
**SAS ID:** 3024953  
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**Subject:** ADS REQUEST - P. FACTOR INTERNATIONAL, GLENCOE, ILL. THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014